



## Beginning Exporter's Resource Guide

### {A} NEW TO EXPORT, NEW BUSINESS OR START UP COMPANY

A book, free and online, to assess your current export business potential:

- *Breaking Into the Trade Game* – This book is a wonderful pre-assessment guide for your business to decide if exporting is right for you.

[http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/OIT\\_SB\\_GUIDE\\_EXPORT\\_INDEX.html](http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/OIT_SB_GUIDE_EXPORT_INDEX.html)

Export resource book – with forms & examples – free and online:

- *Basic Guide to Exporting* – This book provides information regarding the foundations of exporting, from developing an export strategy to making international contacts. <http://www.unzco.com/basicguide/index.html>

### {B} EARLY STAGE EXPORT or IMPORT BUSINESS

Once you have begun to formulate a business plan/export strategy and want to start.

For export / import business start-up help, contact & web site:

- Wyoming Entrepreneur, Cheyenne: (800) 348.5208
- Publications on Importing from U.S. Customs & Border Protection website: <http://www.cbp.gov/xp/cgov/toolbox/publications/trade>

For market research and web-based training opportunities: [www.export.gov](http://www.export.gov)

*SCORE, Counselors to America's Small Business* – Free assistance from successful, retired executives that will help you develop your business plan. To find the SCORE nearest you, please visit: [www.score.org](http://www.score.org)

### {C} MORE ESTABLISHED EXPORTERS

A one-stop center for access to federal export assistance programs, incl. financing:

- The U.S. Export Assistance Center offers market research, business counseling, regulatory assistance, and seminars. For a list of contacts, programs and services, see: [www.buyusa.gov/colorado](http://www.buyusa.gov/colorado).
- *Export Legal Assistance Network (ELAN)* – Free legal advice on specific issues related to exporting, available ONE TIME ONLY, contact our office for referral. <http://www.exportlegal.org>